

09/607,914

The following is a complete listing of the claims and supersedes all previous listings of the claims:

1. (Amended) A method of categorizing ~~a~~ an individual customer, comprising the steps of:

selecting a measure on which the status of the individual customer is to be analyzed;

selecting a calculation period;

selecting a comparison method;

AI computing a lifecycle factor for the individual customer, the lifecycle factor being related to both a size and a growth of the customer according to the selected measure, both the size and growth being determined over two selected historical calculation periods using the selected comparison method, and

categorizing the individual customer by evaluating a plurality of categorization criteria, at least one of the plurality of categorization criteria including the computed lifecycle factor.

2. (Amended) The method of Claim 1, wherein the measure is selected from a group including number of orders, quantity of purchase and revenue attributable to the individual customer.

3. (Original) The method of Claim 1, wherein the calculation period is selected from a group including daily, weekly, monthly, quarterly, semi-annually and yearly.

4. (Original) The method of Claim 1, wherein the comparison method is selected from a group including period over period and year over year by period.

09/607,914

5. (Original) The method of Claim 1, wherein the categorizing step assigns a customer to one of a plurality of stages according to which of the plurality of categorization criteria is satisfied.

6. (Original) The method of Claim 5, wherein the plurality of stages includes at least one of New, Growing, Stable, Declining, Defected and Insignificant.

7. (Original) The method of Claim 6, wherein the New stage is based upon a date at which an account is established for the customer.

8. (Original) The method of Claim 1, further comprising the step of selecting the customer according to at least one of a plurality of customer selection parameters.

ai 9. (Original) The method of Claim 8, wherein the customer selection parameters include market segment, customer category, operating unit and geography.

10. (Original) The method of Claim 9, wherein the geography customer selection parameter includes at least one of a plurality of geographical sub-parameters, including area, country, region, state/province and city.

11. (Original) The method of Claim 8, wherein the customer selection step includes the step of accessing a remote database wherein customer information for a plurality of customers is stored.

12. (Original) The method of Claim 11, wherein the accessing step accesses the database over a computer network.

13. (Original) The method of Claim 12, wherein the computer network includes the Internet.

09/607,914

a/ 14. (Amended) The method of Claim 1, wherein the lifecycle factor is computed by determining an absolute value of a difference of the selected measure and by multiplying the determined absolute value with a percentage measure growth of the selected measure, both the difference and the percentage measure growth being determined over two selected historical periods according to the selected comparison method.

09/607,914

15. (Amended) A computer system configured for categorizing ~~a~~ an individual customer, comprising:

at least one processor;

at least one data storage device;

a plurality of processes spawned by said at least one processor, the processes including processing logic for:

selecting a measure on which the status of the individual customer is to be analyzed;

selecting a calculation period;

selecting a comparison method;

computing a lifecycle factor for the individual customer, the lifecycle factor being related to both a size and a growth of the individual customer according to the selected measure, both the size and growth being determined over two selected historical calculation periods using the selected comparison method, and

categorizing the individual customer by evaluating a plurality of categorization criteria, at least one of the plurality of categorization criteria including the computed lifecycle factor.

16. (Amended) The computer system of Claim 15, wherein the measure is selected from a group including number of orders, quantity of purchase and revenue attributable to the individual customer.

17. (Original) The computer system of Claim 15, wherein the calculation period is selected from a group including daily, weekly, monthly, quarterly, semi-annually and yearly.

09/607,914

18. (Original) The computer system of Claim 15, wherein the comparison method is selected from a group including period over period and year over year by period.

19. (Original) The computer system of Claim 15, wherein the categorizing step assigns a customer to one of a plurality of stages according to which of the plurality of categorization criteria is satisfied.

20. (Original) The computer system of Claim 19, wherein the plurality of stages includes at least one of New, Growing, Stable, Declining, Defected and Insignificant.

21. (Original) The computer system of Claim 20, wherein the New stage is based upon a date at which an account is established for the customer.

22. (Original) The computer system of Claim 15, wherein the processes further include processing logic for selecting the customer according to at least one of a plurality of customer selection parameters.

23. (Original) The computer system of Claim 22, wherein the customer selection parameters include market segment, customer category, operating unit and geography.

24. (Original) The computer system of Claim 23, wherein the geography customer selection parameter includes at least one of a plurality of geographical sub-parameters, including area, country, region, state/province and city.

25. (Original) The computer system of Claim 22, wherein the customer selection step includes the step of accessing a remote database wherein customer information for a plurality of customers is stored.

09/607,914

26. (Original) The computer system of Claim 25, wherein the accessing step accesses the database over a computer network.

27. (Original) The computer system of Claim 26, wherein the computer network includes the Internet.

28. (Amended) The computer system of Claim 15, wherein the lifecycle factor is computed by determining an absolute value of a difference of the selected measure and by multiplying the determined absolute value with a percentage measure growth of the selected measure, both the difference and the percentage measure growth being determined over two selected historical periods according to the selected comparison method.

09/607,914

29. (Amended) A machine-readable medium having data stored thereon representing sequences of instructions which, when executed by computing device, causes said computing device to categorize a an individual customer by performing the steps of:

selecting a measure on which the status of the individual customer is to be analyzed;

selecting a calculation period;

selecting a comparison method;

computing a lifecycle factor for the individual customer, the lifecycle factor being related to both a size and a growth of the individual customer according to the selected measure, both the size and growth being determined over two selected historical calculation periods using the selected comparison method, and

categorizing the individual customer by evaluating a plurality of categorization criteria, at least one of the plurality of categorization criteria including the computed lifecycle factor.

30. (Amended) The medium of Claim 29, wherein the measure is selected from a group including number of orders, quantity of purchase and revenue attributable to the individual customer.

31. (Original) The medium of Claim 29, wherein the calculation period is selected from a group including daily, weekly, monthly, quarterly, semi-annually and yearly.

32. (Original) The medium of Claim 29, wherein the comparison method is selected from a group including period over period and year over year by period.

09/607,914

33. (Original) The medium of Claim 29, wherein the categorizing step assigns a customer to one of a plurality of stages according to which of the plurality of categorization criteria is satisfied.

34. (Original) The medium of Claim 33, wherein the plurality of stages includes at least one of New, Growing, Stable, Declining, Defected and Insignificant.

35. (Original) The medium of Claim 34, wherein the New stage is based upon a date at which an account is established for the customer.

36. (Original) The medium of Claim 29, further comprising the step of selecting the customer according to at least one of a plurality of customer selection parameters.

37. (Original) The medium of Claim 36, wherein the customer selection parameters include market segment, customer category, operating unit and geography.

38. (Original) The medium of Claim 37, wherein the geography customer selection parameter includes at least one of a plurality of geographical sub-parameters, including area, country, region, state/province and city.

39. (Original) The medium of Claim 36, wherein the customer selection step includes the step of accessing a remote database wherein customer information for a plurality of customers is stored.

40. (Original) The medium of Claim 39, wherein the accessing step accesses the database over a computer network.

41. (Original) The medium of Claim 40, wherein the computer network includes the Internet.



09/607,914

42. (Amended) The medium of Claim 29, wherein the lifecycle factor is computed by determining an absolute value of a difference of the selected measure and by multiplying the determined absolute value with a percentage measure growth of the selected measure, both the difference and the percentage measure growth being determined over two selected historical periods according to the selected comparison method.

---